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# PERFECT FRY

## REPORT 2001

# CORPORATION



## CORPORATE PROFILE

Perfect Fry Corporation is a public company headquartered in Calgary, Alberta, Canada. The aggressive pioneer spirit is a cornerstone in Perfect Fry's entrepreneurial quest for success.

The company manufactures counter-top deep fryers with built-in air filtration and fire prevention systems. The super efficient Perfect Fry is slightly bigger than a microwave oven.

Perfect Fry's market niche is fast food retailers who sell popular tasty deep fried foods at snack bars, food kiosks, sport & recreation outlets, concession stands, and convenience stores.

Perfect Fry's main sales force is an international network of independent distributors and dealers supported by targeted marketing and sales promotion programs.

Perfect Fry offers investors the basic elements for equity growth.

- Experienced management, with incentive to succeed.
- Dedicated employees with a stake in the company's future.
- Proven products serving a strong consumer demand: patented and continuously updated by research and development.
- A rapidly expanding distribution network.
- Access to capital to finance rapid growth.
- A production, marketing, distribution plan that is carving a profitable niche in the immense worldwide fast food industry.



The Perfect Fry production team in action.

### ANNUAL MEETING

Perfect Fry Corporation's Annual Meeting for fiscal year 2001: March 12, 2002 at 9:00 a.m. at 3700, 30th Floor, 237 - 4 Ave SW, Calgary, Alberta, Canada.

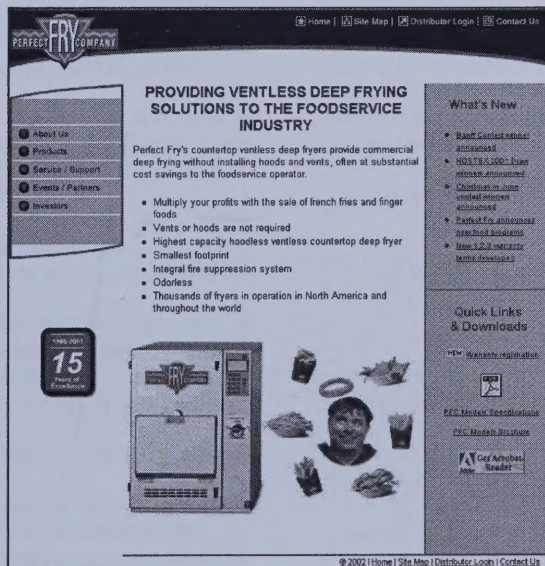
### STOCK EXCHANGE LISTING

Perfect Fry Corporation, symbol PNM, is listed on the Canadian Venture Exchange.  
USA 12G3-2 (b) Exemption Number 82-1609.



## 2001 HIGHLIGHTS

- The Company entered its 15th Anniversary year by demonstrating its strong resilience amid the global economic downturn, turning in total revenue only slightly below the previous year's all-time record. This and two write-downs taken in the year resulted in a modest loss of two cents a share.
- Upgraded marketing and sales support materials were introduced during the year and were welcomed by our sales staff and international network of distributors.
- An enhanced sales incentive program was introduced in mid-year for purchasers of Perfect Fryers. In cooperation with national food manufacturers, those who buy our state-of-the-art deep fryers will receive coupons for food purchases worth up to thousands of dollars.
- The Company decided during the year to draw more attention to the trouble-free performance record of our Perfect Fryers so we extended our warranty. It now the best in our industry, by far.
- Our distributor strategy in Canada and the U.S. was revised to take advantage of the synergies to be gained from team selling, by giving preference to those distributors who partner with food suppliers serving our markets.
- A redesign of Perfect Fry's website was completed during the year, making it more sales-oriented and user-friendly (seen below).



- An enthusiastic export agent was appointed for the Middle East and Asia after research by the agent revealed our Perfect Fryer is gaining increased respect and acceptance in international markets.
- A new and stronger advertising program was developed during the year and will be placed in selected specialty publications during Fiscal 2002 that target our most promising markets.





## Letter from the Chairman and President

We are pleased to report that despite the effects of a deepening recession during Fiscal 2001, the impact on Perfect Fry's revenues and earnings was less than anticipated. We were not immune, however. The Company did experience a slight drop in revenues, to \$2,460,433, compared with record revenues of \$2,593,912 the previous year, and a modest loss for the year of two cents a share.

The resilience of our 2001 revenues is indicative of Perfect Fry's expanding market recognition and acceptance. We can be proud of what we were able to accomplish in a tough economic environment, one characterized by an abundance of challenges, including sagging consumer confidence, plunging stock markets and the uncertainties that followed the tragic events of September 11. The Company has in place a solid base for growth and, during Fiscal 2001, we continued to build and strengthen that base.

As noted, the Company experienced a loss for the year of \$237,234 or \$0.02 a share. In addition to lower revenues, there were two other prime factors contributing to the loss. One of these factors was a one-time write-down on inventory of \$217,000 and the other was absorption of expenses associated with the start-up of the Company's enhanced marketing initiatives in the U.S. amounting to \$296,815.

During the year, Perfect Fry undertook a number of marketing and sales initiatives that will support and expand market acceptance of our state-of-the-art Perfect Fryer. These included:

- focusing on distributors in the U.S. and Canada who emphasize partnering with companies supplying food products complementary to our markets;
- enhancing our sales incentive program in cooperation with national food manufacturers by offering purchasers of Perfect Fryers a number of food coupons valued in the thousands of dollars;
- upgrading of our marketing and sales support manuals;
- redesigning the Company's website to make it more sales-oriented and user-friendly and;
- developing new and stronger advertisements for placement in specialty magazines that target our most promising markets.

An early indication that these initiatives were generating positive results was a record year for sales in western Canada in Fiscal 2001—more Perfect Fryers were sold in this region than ever before in the Company's 15-year history.

Internationally, we are pleased to report that market acceptance continued to expand during the year. For

example, Perfect Fry appointed an export agent for the Middle East and Asia who had researched Perfect Fry's market and reputation. The agent found our Perfect Fryer gaining increased respect in the international marketplace and wanted to be part of this. The agent's enthusiasm for the Perfect Fryer is yet another endorsement of our belief that no other product attempting to address our market comes anywhere near to meeting the combination of quality, reliability, safety and efficiency we offer our customers.

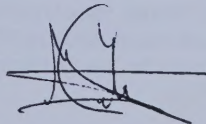
During Fiscal 2001, Perfect Fry also maintained its commitment to remain the leader in our market by continuing our product development activities. As part of this program, the Company is developing prototypes destined to become enhanced new models, and is working to develop other new products to complement and enhance our present line of Perfect Fryers and help grow our revenues. Our commitment to research and development reflects our aggressive nature as a small company, one willing to take the kinds of acceptable levels of risk that is expected of a company determined to grow and to succeed.

We would like to extend our sincere thanks to our Board of Directors for sharing their time and expertise so generously and to our extraordinary employees for their loyalty and commitment to the Company during an unusually challenging year.

On behalf of the Board,



Jack Senior  
Chairman



Gary Calderwood  
President and CEO



## MANAGEMENT DISCUSSION AND ANALYSIS

### SUMMARY of FINANCIAL PERFORMANCE

(\$ in 000's – except per share amounts.)

|                    | Quarterly - 2001 |        |        |          | Total Year – ending October 31 |         |         |          |
|--------------------|------------------|--------|--------|----------|--------------------------------|---------|---------|----------|
|                    | Q1               | Q2     | Q3     | Q4       | 2001                           | 2000    | 1999    | 1998     |
| Revenue            | \$557            | \$688  | \$695  | \$520    | \$2,460                        | \$2,594 | \$2,475 | \$1,681  |
| Operating Expenses | \$454            | \$574  | \$598  | \$360    | \$1,986                        | \$2,128 | \$2,149 | \$1,622  |
| Other Expenses     | \$66             | \$145  | \$149  | \$351    | \$711                          | \$288   | \$207   | \$186    |
| Net Earnings       | \$37             | (\$31) | (\$52) | (\$191)  | (\$237)                        | \$178   | \$119   | (\$127)  |
| Earnings per share | \$0.00           | \$0.00 | \$0.00 | (\$0.02) | (\$0.02)                       | \$0.02  | \$0.01  | (\$0.01) |

### REVENUE

As with most companies during this fiscal year, Perfect Fry experienced the impact of the global economy slowing down, compounded by the tragic events of September 11. On the positive side, Perfect Fryer sales in Western Canada, where the Company started some 15 years ago, were the highest ever based on a 14% increase in unit sales. The Company continues to achieve its highest sales penetration rates based on population in Western Canada. The Company also experienced a 27% increase over the prior year in service item sales, such as replacement air filters.

The Company undertook several marketing initiatives during the year. These included upgrading Perfect Fry's marketing materials and sales support manuals, a redesign of the Company website and the development of new advertisements that target our most promising markets. Perfect Fry also upgraded its sales incentive program in cooperation with national food manufacturers. Under the program, purchasers of Perfect Fryers can receive coupons with values of up to thousands of dollars from participating food manufacturers. In addition, Perfect Fry shifted its focus in favor of distributors in the U.S. and Canadian markets that partner with companies distributing products complementary to Perfect Fryers.

The Company's extensive international network of distributors was further expanded and developed during the year. For example, the Company appointed an export agent for Middle East and Asian markets. The new agent became attracted to the Company due to its sales momentum in the international marketplace where the Company increased its sales by 8.8% last year.

While the upward sales growth continued in Canada and overseas, the Company's sales decreased across the United States, its largest sales territory. Thus, due to the economic slowdown in the United States, the overall unit sales decreased by approximately 10%. This resulted in total revenues decreasing by 5% when compared to last year's revenues, which were record high revenues for the Company.

|  | Years ended October 31 |         |                   |
|--|------------------------|---------|-------------------|
| Revenue – in \$000's                   | 2001                   | 2000    | Percentage change |
| USA                                    | \$1,500                | \$1,690 | -12.7%            |
| Canada                                 | \$638                  | \$608   | +4.9%             |
| International                          | \$322                  | \$296   | +8.8%             |
| Total Revenue                          | \$2,460                | \$2,594 | -5.4%             |
| Expenses – Operating                   | \$1,986                | \$2,128 | -7.1%             |
| Operating Margin                       | \$474                  | \$466   | +1.7%             |
| Operating Margin as % of Total Revenue | 19.3%                  | 17.9%   | +7.8%             |

## **MANAGEMENT DISCUSSION AND ANALYSIS (con't)**

### **EXPENSES**

During the year, the Company's Operating Expenses decreased by 7.1% reflecting the Company's ongoing focus on becoming more efficient. The Company has been streamlining its assembly operations resulting in the reduction of unit assembly time by approximately 50% during the past several years. Due to similar operating improvements, the Company was able to reduce its manufacturing staff by 5 people last year, and these "economies of scales" are reflected in the downward trend in operating expenses. Consequently, the Company's operating margin (Revenues less Operating Expenses) as a percentage of Revenues has improved from 17.9% to 19.3% during the year.

The inventory write-down of \$217,000 in the Income Statement is a one-time charge taken during this fiscal year to account for difficult-to-sell replacement parts related to a discontinued line of fryers. Consequently, the Company's overall inventory position was reduced by 16.2% during the year mainly due to the above write-down.

The expense of \$296,815 called "US Marketing Initiatives" largely covers the cost of retaining and maintaining a two-person sales team to spearhead the Company's U.S. sales operations. This expense incurred in U.S. dollars includes expenses covering retainer fees and the teams' travel, office and operating expenses.

### **LIQUIDITY AND CAPITAL RESOURCES**

The Company's liquidity position as measured by the current ratio (current assets divided by current liabilities) has remained approximately the same. The current ratio was 2.8 at the end of this fiscal year, compared to 3.0 at the end of the prior year. It is expected that operating cash flows will amply support future operations and capital expenditures of the Company. However, as a cushion, the Company has an operating bank credit facility of \$600,000 of which 44% was utilized at this year-end.

### **OUTLOOK**

Perfect Fry will maintain its commitment to marketing and product development. During the current year, the Company will continue the development of fryer prototypes that will become new models.

The Company is also working to develop new products that will complement existing products and enhance future revenues.

The Company intends to enhance its markets and product leadership by investing in business development activities while maintaining a culture that is aggressive and willing to take risks.

Perfect Fry experienced a mixture of achievement and success with its marketing and distribution initiatives. The Company faced difficult decisions during the year including write-downs and staff reductions, but in the process has built a solid base for growth, free of long-term debt, leaving it better positioned to capitalize on the expected return to economic growth in 2002.



# PERFECT FRY CORPORATION

## CONSOLIDATED FINANCIAL STATEMENTS

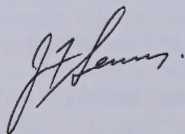
YEARS ENDED OCTOBER 31, 2001 and 2000

### MANAGEMENT'S REPORT TO THE SHAREHOLDERS

Management is responsible for the production of the Company's consolidated financial statements. Management believes that the financial statements fairly reflect the form and substance of transactions and that the financial statements reasonably present the Company's financial condition and results of operations in conformity with Canadian generally accepted accounting principles. Management has included in the Company's consolidated financial statements amounts based on estimates and judgements that it believes are reasonable under the circumstances.

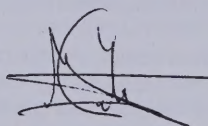
The independent auditors appointed by the shareholders of the Company have audited the Company's consolidated financial statements in accordance with Canadian generally accepted auditing standards and they provide an objective, independent review of the fairness of reported operating results and financial position.

The Board of Directors of the company has an Audit Committee which meets with financial management and the independent auditors to review accounting, auditing, internal accounting controls and financial reporting matters.



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Jack F. Senior  
Chairman of the Board



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Gary G. Calderwood  
President and CEO

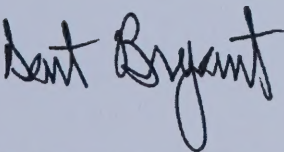


## AUDITORS' REPORT TO THE SHAREHOLDERS

We have audited the consolidated balance sheets of Perfect Fry Corporation as at October 31, 2001 and 2000 and the consolidated statements of operations and retained earnings and cash flows for the years then ended. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the company as at October 31, 2001 and 2000 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

A handwritten signature in black ink, appearing to read "Dart Bryant". The signature is fluid and cursive, with the first name "Dart" and last name "Bryant" clearly distinguishable.

Dart Bryant Chartered Accountants

Calgary, Canada  
December 17, 2001

# PERFECT FRY CORPORATION

## CONSOLIDATED BALANCE SHEETS OCTOBER 31, 2001 AND 2000

### ASSETS

|   | 2001<br>\$       | 2000<br>\$       |
|---|------------------|------------------|
| CURRENT                                     |                  |                  |
| Accounts receivable                         | 369,624          | 378,026          |
| Inventories (Note 2)                        | 1,310,602        | 1,522,546        |
| Prepaid expenses                            | 4,702            | 6,249            |
|   | <u>1,684,928</u> | <u>1,906,821</u> |
| PROPERTY, PLANT AND EQUIPMENT (Note 3)      | 155,088          | 170,823          |
| DEFERRED PRODUCT DEVELOPMENT COSTS (Note 4) | <u>682,679</u>   | <u>708,151</u>   |
|   | <u>2,522,695</u> | <u>2,785,795</u> |

### LIABILITIES AND SHAREHOLDERS' EQUITY

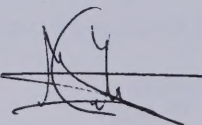
|  |                  |                  |
|--|------------------|------------------|
| CURRENT LIABILITIES                      |                  |                  |
| Bank indebtedness (Note 5)               | 265,930          | 309,961          |
| Accounts payable and accrued liabilities | <u>337,764</u>   | <u>319,599</u>   |
|  | 603,694          | 629,560          |
| SHAREHOLDERS' EQUITY                     |                  |                  |
| Share capital (Note 6)                   | 1,461,471        | 1,461,471        |
| Retained earnings                        | 457,530          | 694,764          |
|  | <u>1,919,001</u> | <u>2,156,235</u> |
|  | <u>2,522,695</u> | <u>2,785,795</u> |

Commitment (Note 7)

ON BEHALF OF THE BOARD:



Director



Director

PLEASE SEE NOTES



**PERFECT FRY CORPORATION**  
**CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

|  | 2001<br>\$       | 2000<br>\$       |
|--|------------------|------------------|
| REVENUE  | 2,460,433        | 2,593,912        |
| COSTS AND EXPENSES                                     |                  |                  |
| Operating  | 1,986,417        | 2,127,673        |
| Interest   | 38,108           | 37,107           |
| Amortization   |                  |                  |
| Deferred product development costs                     | 117,310          | 130,410          |
| Property, plant and equipment                          | 42,017           | 44,608           |
| Inventory write-down, Model 686                        | 217,000          | -                |
| US marketing initiatives                               | 296,815          | 75,745           |
|  | <u>2,697,667</u> | <u>2,415,543</u> |
| NET EARNINGS (LOSS)                                    | <u>(237,234)</u> | <u>178,369</u>   |
| RETAINED EARNINGS, beginning of year                   | 694,764          | 516,395          |
| RETAINED EARNINGS, end of year                         | <u>457,530</u>   | <u>694,764</u>   |
| EARNINGS (LOSS) PER SHARE (Basic and Diluted – Note 6) | <u>(.02)</u>     | <u>.02</u>       |

PLEASE SEE NOTES

**PERFECT FRY CORPORATION**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

|  | <b>2001</b>      | <b>2000</b>      |
|--|------------------|------------------|
|  | <b>\$</b>        | <b>\$</b>        |
| CASH PROVIDED BY (USED IN):                        |                  |                  |
| OPERATIONS   |                  |                  |
| Net earnings (loss)                                | (237,234)        | 178,369          |
| Items not affecting cash                           |                  |                  |
| Amortization of deferred product development costs | 117,310          | 130,410          |
| Amortization of property, plant and equipment      | 42,017           | 44,608           |
|  | <u>(77,907)</u>  | <u>353,387</u>   |
| Changes in non-cash working capital                |                  |                  |
| Accounts receivable                                | 8,402            | 31,065           |
| Inventory  | 211,944          | (565,486)        |
| Prepays  | 1,547            | 20,403           |
| Accounts payable and accrued liabilities           | 18,163           | (46,955)         |
|  | <u>240,056</u>   | <u>(560,973)</u> |
|  | <u>162,149</u>   | <u>(207,586)</u> |
| INVESTING  |                  |                  |
| Additions to deferred product development costs    | (91,838)         | (101,731)        |
| Additions to property, plant and equipment         | (26,280)         | (47,246)         |
|  | <u>(118,118)</u> | <u>(148,977)</u> |
| FINANCING  |                  |                  |
| Issuance of shares                                 | <u>-</u>         | <u>28,000</u>    |
| INCREASE (DECREASE) IN CASH POSITION               | 44,031           | (328,563)        |
| CASH (BANK INDEBTEDNESS), beginning of year        | <u>(309,961)</u> | <u>18,602</u>    |
| CASH (BANK INDEBTEDNESS), end of year              | <u>(265,930)</u> | <u>(309,961)</u> |
| Note:  |                  |                  |
| Interest paid                                      | 38,108           | 37,107           |
| Income taxes paid                                  | -                | -                |

PLEASE SEE NOTES



# PERFECT FRY CORPORATION

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### YEARS ENDED OCTOBER 31, 2001 AND 2000

#### 1. SIGNIFICANT ACCOUNTING POLICIES

##### Basis of presentation

These consolidated financial statements include the accounts of the Company and those of its subsidiary companies, all of which are wholly-owned.

##### Inventories

Inventories are recorded at the lower of cost and net realizable value. Cost is determined using the weighted average method and includes material, direct labour and overhead.

##### Property, Plant and Equipment

Property, Plant and Equipment are recorded at cost. Amortization is provided as follows:

|                        |  |
|------------------------|--|
| Office and equipment   | 20% to 30% declining balance method      |
| Leasehold improvements | Straight-line over the term of the lease |

##### Deferred Product Development Costs

Product development costs are expensed to operations unless they meet specific criteria related to technical, market and financial feasibility, in which case they are deferred and amortized on a straight-line basis over ten years. Research costs are expensed as incurred.

The value of the residual unamortized balance of deferred product development costs is assessed at least annually with reference to the related projected undiscounted cash flows.

##### Income Taxes

In the year ended October 31, 2000, the Company adopted the liability method of tax allocation for accounting for income taxes as provided for in the new recommendations of The Canadian Institute of Chartered Accountants. Under the liability method of tax allocation, future tax assets and liabilities are determined based on differences between the financial reporting and tax basis of assets and liabilities, and are measured using the substantially enacted tax rates and laws that will be in effect when the differences are expected to reverse.

##### Earnings per share

Basic and Diluted earnings per share are calculated using the weighted average number of common shares outstanding during the year.

##### Measurement uncertainty

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue, costs and expenses during the reporting period. In the consolidated financial statements of the Company, the most significant areas for which management is required to make near-term estimates as in the assessment of the net realizable value of accounts receivables and inventories, the net recoverable value of deferred product development costs and the assessment of the likely realization of future tax assets. Actual amounts could differ from those estimates.

##### Foreign Exchange

Foreign currency transactions are translated into Canadian dollars using the average rate for the month in which the transaction occurred. Balance Sheet monetary items are translated at the rate at the balance sheet date. All translation gains and losses are included in the determination of net earnings.

##### Reclassification

Certain of the prior year amounts have been reclassified to conform with the current year presentation.

**PERFECT FRY CORPORATION**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTD.)**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

|                       |                  |                  |
|-----------------------|------------------|------------------|
| <b>2. INVENTORIES</b> | <b>2001</b>      | <b>2000</b>      |
|                       | <b>\$</b>        | <b>\$</b>        |
| Finished goods        | 945,105          | 872,246          |
| Parts                 | 365,497          | 650,300          |
|                       | <u>1,310,602</u> | <u>1,522,546</u> |

|   |                |                     |                 |
|---|----------------|---------------------|-----------------|
| <b>3. PROPERTY, PLANT AND EQUIPMENT</b> | <b>2001</b>    |                     |                 |
|   | <b>Cost</b>    | <b>Accumulated</b>  | <b>Net Book</b> |
|   | <b>\$</b>      | <b>Amortization</b> | <b>Value</b>    |
|   |                | <b>\$</b>           | <b>\$</b>       |
| Office and equipment                    | 378,813        | 238,956             | 139,857         |
| Leasehold improvements                  | 41,641         | 26,410              | 15,231          |
|   | <u>420,454</u> | <u>265,366</u>      | <u>155,088</u>  |
|   | <b>2000</b>    |                     |                 |
|   | <b>Cost</b>    | <b>Accumulated</b>  | <b>Net Book</b> |
|   | <b>\$</b>      | <b>Amortization</b> | <b>Value</b>    |
|   |                | <b>\$</b>           | <b>\$</b>       |
| Office and equipment                    | 352,531        | 200,169             | 152,362         |
| Leasehold improvements                  | 41,641         | 23,180              | 18,461          |
|   | <u>394,172</u> | <u>223,349</u>      | <u>170,823</u>  |

|  |                |                |
|--|----------------|----------------|
| <b>4. DEFERRED PRODUCT DEVELOPMENT COSTS</b> | <b>2001</b>    | <b>2000</b>    |
|  | <b>\$</b>      | <b>\$</b>      |
| Deferred product development costs           | 1,596,738      | 1,504,901      |
| Accumulated amortization                     | 914,059        | 796,750        |
|  | <u>682,679</u> | <u>708,151</u> |

**5. BANK INDEBTEDNESS**

The Company has a bank operating credit facility of \$600,000. Advances under this facility bear interest at prime plus 1.25% and are secured by all assets of the business.



**PERFECT FRY CORPORATION**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTD.)**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

**6. SHARE CAPITAL**

Authorized

Unlimited number of preferred and common shares.

Issued

|   | 2001             | 2000             |
|---|------------------|------------------|
| Issued and Outstanding at beginning of year | 9,788,656        | 9,648,656        |
| Issued during the year                      | -                | 140,000          |
| Issued and Outstanding at end of year       | <u>9,788,656</u> | <u>9,788,656</u> |

Earnings per share

Options to purchase 505,000 common shares were outstanding during the year but were not included in the computation of diluted earnings per share because the options' exercise price was greater than the average market price of the common shares. The options were still outstanding at the end of year 2001.

| For the year ended         | <i>Income (numerator)</i> |           | <i>Shares (denominator)</i> |           | <i>Per share amount</i> |        |
|----------------------------|---------------------------|-----------|-----------------------------|-----------|-------------------------|--------|
|                            | 2001                      | 2000      | 2001                        | 2000      | 2001                    | 2000   |
| Basic earnings per share   | \$(237,234)               | \$178,369 | 9,788,656                   | 9,788,656 | \$(0.02)                | \$0.02 |
| Diluted earnings per share | \$(237,234)               | \$178,369 | 9,788,656                   | 9,788,656 | \$(0.02)                | \$0.02 |

Options

Under the stock option plan of the Company, options may be granted to directors, officers and employees for the purchase of common shares. The following options have been granted, pursuant to the stock option plan. Of the options outstanding, 365,000 were issued to directors and officers of the Company.

| Options                                | <i>Options Issued and Outstanding</i> |                | <i>Weighted Average Exercise Price</i> |             |
|--|---------------------------------------|----------------|--|-------------|
|  | 2001                                  | 2000           | 2001                                   | 2000        |
| Outstanding at beginning of year       | 575,000                               | 955,000        | \$ 0.28                                | \$ 0.23     |
| Options forfeited                      | (70,000)                              | (240,000)      | 0.29                                   | 0.20        |
| Options exercised                      | -                                     | (140,000)      | -                                      | 0.20        |
| Outstanding at end of year             | <u>505,000</u>                        | <u>575,000</u> | <u>0.27</u>                            | <u>0.28</u> |
| Options exercisable at year-end        | 431,600                               | 318,300        |  |             |
| Options held by directors and officers | 365,000                               | 350,000        |  |             |

| <i>Options Outstanding</i> |   |  |  | <i>Options Exercisable</i>              |  |
|----------------------------|---|--|--|---|--|
| <i>Exercise Price</i>      | <i>Number Outstanding at Oct. 31/01</i> | <i>Weighted Average Remaining Contractual Life (Years)</i> | <i>Weighted Average Exercise Price</i> | <i>Number Exercisable at Oct. 31/01</i> | <i>Weighted Average Exercise Price</i> |
| \$0.20                     | 135,000                                 | .56  | \$0.20                                 | 135,000                                 | \$0.20                                 |
| \$0.30                     | 370,000                                 | 2.67   | \$0.30                                 | 296,600                                 | \$0.30                                 |
|                            | <u>505,000</u>                          |  |  | <u>431,600</u>                          |  |

**PERFECT FRY CORPORATION**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTD.)**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

**7. COMMITMENT**

The company is committed to future annual operating lease payments for facilities, not including operating costs as follows:

|      | \$     |
|------|--------|
| 2002 | 52,420 |
| 2003 | 52,420 |
| 2004 | 13,105 |

**8. EXPORT SALES**

The Company's operations are conducted in one business segment however, the products and services are sold in a number of very different geographic markets. A summary of the Company's revenue by geographic area follows:

| Revenue       | 2001               | 2000               |
|---------------|--------------------|--------------------|
| USA           | \$1,499,615        | \$1,689,810        |
| Canada        | \$638,493          | \$607,764          |
| International | <u>\$322,325</u>   | <u>\$296,338</u>   |
| Total         | <u>\$2,460,433</u> | <u>\$2,593,912</u> |

**9. FINANCIAL INSTRUMENTS**

Financial instruments of the Company include cash, accounts receivable, bank indebtedness and accounts payable and accrued liabilities. The fair values of all financial instruments are estimated to approximate their carrying values due to their short-term nature.



**PERFECT FRY CORPORATION**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTD.)**  
**YEARS ENDED OCTOBER 31, 2001 AND 2000**

**10. INCOME TAXES**

In the year ended October 31, 2000 the Company adopted the liability method of tax allocation for accounting for income taxes. There was no material impact on the consolidated financial statements for the year ended October 31, 2000.

The provision for income taxes differs from that which would be expected by applying statutory rates. A reconciliation of the differences is as follows:

|   | 2001<br>\$ | 2000<br>\$ |
|---|------------|------------|
| Net earnings                                    | (237,234)  | 178,369    |
| Combined Federal and Provincial income tax rate | 42.1%      | 44.6%      |
| Computed income tax provision                   | (99,876)   | 79,552     |
| Increase (decrease) resulting from              |            |            |
| Recognition of future tax assets                |            |            |
| previously allowed for including rate change    | (5013)     | (93,660)   |
| Inventory Allowance                             | 91,357     | -          |
| Non-deductible amortization                     | 8,759      | 11,500     |
| Other   | 4773       | 2,608      |
| Net provision for income taxes                  | -          | -          |

The Company has non-capital losses for income tax purposes which may be carried forward to reduce taxable income in future years (subject to confirmation by income tax authorities). The losses expire as follows:

|      | 2001<br>\$ | 2000<br>\$ |
|------|------------|------------|
| 2001 | -          | 115,500    |
| 2003 | -          | 6,000      |
| 2005 | 104,500    | 108,500    |
| 2007 | 60,410     | -          |
| 2008 | 67,142     | -          |
|      | 232,000    | 230,000    |

Significant components of the Company's future tax assets as of October 31, 2001 at 42.1% and 2000 at 44.6% are as follows:

|  | 2001<br>\$  | 2000<br>\$  |
|--|-------------|-------------|
| Operating losses carried forward       | 97,500      | 102,500     |
| Tax values of assets in                |             |             |
| excess of accounting values            | 894,000     | 792,000     |
| Capital losses carried forward         | 179,000     | 189,000     |
| Investment tax credits carried forward | 100,000     | 100,000     |
| Total future tax assets                | 1,271,000   | 1,183,500   |
| Valuation allowance                    | (1,271,000) | (1,183,500) |
| Net future tax assets                  | -           | -           |





## **CORPORATE DIRECTORY**

### **BOARD OF DIRECTORS**

Jack F. Senior, Chairman  
President,  
Speedi Gourmet Ltd.  
Vancouver, B.C.

Gary G. Calderwood  
President and CEO,  
Perfect Fry Corporation

William O. Wright  
President,  
Guidance Financial Consultants  
Wichita, Kansas

Gordon Sigurdson  
President,  
Harlan Fairbanks Co Ltd.  
Winnipeg, MB

### **LEGAL COUNSEL**

Fraser Milner Casgrain  
30th Floor, 237 - 4 Ave SW  
Calgary, Alberta T2P 4X7

### **OFFICERS**

Gary G. Calderwood  
President, CEO,  
Secretary-Treasurer

Sharon L. Wyatt  
Chief Financial Officer

### **AUDITORS**

Dart Bryant  
Chartered Accountants  
404 - 13th Avenue NE  
Calgary, Alberta  
T2E 1C2

### **TRANSFER AGENT**

Computershare Trust  
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600, 530 8th Ave SW  
Calgary, Alberta  
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### **INTERNATIONAL HEAD OFFICE**

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E-Mail: [invest@perfectfry.com](mailto:invest@perfectfry.com)  
Internet: [www.perfectfry.com](http://www.perfectfry.com)

### **INVESTOR RELATIONS**

Gary G. Calderwood

### **STOCK EXCHANGE LISTING**

Canadian Venture Exchange,  
Symbol: PNM

As of October 31, 2001 there  
were 9,788,648 shares issued  
and outstanding.



# **PERFECT FRY**

REPORT 2001

# **CORPORATION**

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